

Message Text

UNCLASSIFIED

PAGE 01 SINAI 01384 121642Z

ACTION SSM-05

INFO OCT-01 NEA-10 ISO-00 SSO-00 /016 W

-----022776 121704Z /53

P 121615Z JUL 77

FM USMISSION SINAI

TO SECSTATE WASHDC PRIORITY 2888

UNCLAS SINAI 1384

FOR SSM FOR KONTOS

E.O. 11652: N/A

TAGS: OGEN

SUBJECT: TEL AVIV SPACE

1. SSM DECISION IS URGENTLY NEEDED ON OFFICE AND ROOM SPACE IN TEL AVIV. E-SYSTEMS IS INFORMED BY HOTELS THAT THEY WILL COMMENCE BLOCKING OUT ROOM ARRANGEMENTS IN NEXT TWO DAYS AND NEED KNOW NOW IF SFM WISHES SPACE.

2. AS YOU AWARE, PAL HOTEL ANNOUNCED INCREASE IN ROOM RATE FROM DOLLARS 14 PER DAY TO DOLLARS 20. THIS CONSTITUTES INCREASE OF \$17,000 FOR REMAINDER CALENDAR YEAR, IF WE KEEP PRESENT OFFICE AND SIXTEEN ROOMS THERE.

3. THIS INCREASE PUTS PAL AT LEVEL BETTER HOTELS. SHERATON WILLING OFFER ROOMS AT ONLY DOLLARS 1.25 PER DAY MORE THAN PAL. TOTAL COST OF OFFICE AND ROOM SPACE AT SHERATON FOR REMAINDER CALENDAR YEAR IS \$2,400 MORE THAN PAL.

4. CONSIDERED IN TERMS OFFICE AND ROOMS, THE SHERATON OFFERS SIGNIFICANTLY BETTER SERVICES AND FACILITIES. WE HAVE HAD LOW LEVEL BUT CONTINUING DIFFICULTIES WITH PAL OVER QUALITY ROOMS, SERVICES, AND OFFICE ARRANGEMENT.

5. CHOICE IS REALLY BETWEEN PAL AND SHERATON. E-SYSTEMS QUERIED
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TWELVE HOTELS. ONLY FIVE BOTH MET OUR NEEDS AND SUBMITTED WRITTEN OFFERS. OTHER THREE WERE HIGHER THAN PAL AND SHERATON.

6. IN TERMS PUBLIC RELATIONS, SWITCH CAN BE MADE FROM PAL WITHOUT DIFFICULTIES. SHERATON IS CONSIDERED LOCALLY TO BE A NICE HOTEL BUT NOT THE BEST. IT HAS NO PLAYBOY REPUTATION OR CASINO. U.S. EMBASSY HOLDS ROOMS AT SHERATON;

UN MAINTAINS ROOMS AT MORE EXPENSIVE RAMADA.

7. I AM INCLINED TOWARD SELECTION SHERATON. THIS I RECOGNIZE,
MAY GIVE CONTRACTOR SLIGHTLY MORE PRICE JUSTIFICATION FOR
REQUESTING CONTRACT READJUSTMENT BUT THE COST IS VERY SLIGHTLY
GREATER THAN THE PAL WOULD BE, THE QUALITY IS MUCH BETTER,
AND THERE SEEMS NO REAL PUBLIC RELATIONS PROBLEM.

8. WOULD APPRECIATE YOUR ASSISTANCE TO ENSURE THAT WE HAVE
SSM/E-SYSTEMS DECISION IF AT ALL POSSIBLE BEFORE JULY 14TH.
HUNT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 12-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Office: ACTION SSM
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1888046
Secure: OPEN
Status: NATIVE
Subject: TEL AVIV SPACE
TAGS: OGEN
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/cf01e76c-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009